State of Nevada
Department of Conservation & Natural Resources
Nevada Division of Environmental Protection NDEP.nv.gov

POD Response to: Technical Support for National Environmental Information Exchange Network RFP 3251

Opening Date – July 6, 2016
Opening Time – 2:00 PM

Cost Response

July 6, 2016

POD, Inc.
5971 Jefferson NE, Suite 101
Albuquerque, NM 87109

POD, Inc.

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Tab II – Cost Proposal

This quoted estimate is based on the information provided in the RFP and on our experience in conducting projects similar to the one described in the RFP. While we have confidence in this estimate, we recognize that there are certain unknowns, such as the generic description of the water database system and further requirements definition that needs to be finalized in the JAD sessions for us to arrive at a final detailed set of requirements. Hence, we would like for the State of Nevada to consider allowing us to reserve the right to update this estimate and provide a firm quote after the JAD sessions are conducted and the final requirements are accepted.

Deliverable Number		Description of Deliverable	Activity Number	Cost
5.4	**Planning and Administration Deliverables**			
	5.4.3.1	Detailed Project Plan	5.4.2.1	$5,000.00
		Subtotal for 5.4 - Planning and Administration		***$5,000.00***
5.5	**Flow Components**			
	5.5.3.1	Develop a node implementation plan	5.5.2.1	$28,600.00
	5.5.3.2	Develop, install and configure software for required web services	5.5.2.2.A	$46,300.00
	5.5.3.3	Map middleware to production data	5.5.2.2.B	$49,800.00
	5.5.3.4	Test system functionality and troubleshhot any problems	5.5.2.3	$27,320.00
	5.5.3.5	Prepare flow configuration documenation to provide technical details	5.5.2.4.A	$21,170.00
	5.5.3.6	Provide on-site training	5.5.2.4.B	$10,115.00

		Subtotal for 5.5 - Flow Components		*$183,305.00*
Total Section 7.1.1 Detailed Deliverable Cost Schedules				***$188,305.00***

Item #	Description of Other Associated Costs	Cost
1	*There are no other associated costs. POD assumes that NDEP has the necessary software licenses for the project implementation*	
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
	SUB-TOTAL FOR 7.1.2	$0.00

Deliverable or Cost Schedule Number	Summary of Total Project Costs	Cost
5.4	Planning and Administration Deliverables	$5,000.00
5.5	Flow Components	$183,305.00
	Sub-Total of Project Tasks	$188,305.00
7.1.2	Other Associated Costs	$0.00
	Sub-Total of Other Associated Costs	$0.00
	Total Project Costs	***$188,305.00***

Classification Title	Hourly Rate
Project Manager	$140.00
Business Analyst	$130.00
.Net Developer	$130.00
Database Architect	$145.00

A. Year 1

Item #	Product Description	Cost	Annual Licensing Fee, if applicable	Annual Maintenance Fee	Percentage of the Original Amount
1	N/A				
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					

B. Year 2

Item #	Product Description	Cost	Annual Licensing Fee, if applicable	Annual Maintenance Fee	Percentage of the Original Amount
1	N/A				

2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					

C. Year 3

Item #	Product Description	Cost	Annual Licensing Fee, if applicable	Annual Maintenance Fee	Percentage of the Original Amount
1	N/A				
2					
3					
4					
5					

6					
7					
8					
9					
10					
11					
12					

Tab III - Attachment K - Cost Proposal Certification of Compliance with Terms and Conditions of RFP

I have read, understand and agree to comply with ***all*** the terms and conditions specified in this Request for Proposal.

YES	X	I agree to comply with the terms and conditions specified in this RFP.
NO		I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors ***must*** provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Note: Only cost exceptions and/or assumptions should be identified on this attachment. Do not restate the technical exceptions and/or assumptions on this attachment.

POD Inc.

Company Name

Signature Jon King for Samantha Lapin

Samantha Lapin

Print Name

6/30/16

Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

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Tab IV – Company Financials

On the following pages are RESPECs Profit and Loss Statements and Balance Sheets for 2014 through 2016. We do not consider these statements confidential and have included them in our cost proposal.

CONSOLIDATED BALANCE SHEETS
DECEMBER 31, 2014 AND 2013

ASSETS (Notes 3 and 5)	2014	2013
Current Assets		
Cash	$ 115,277	$ 835,194
Contract and Other Receivables, Net (Note 2)	8,931,604	8,100,240
Prepaid Expenses	175,996	166,331
Total Current Assets	9,222,877	9,101,765
Property and Equipment		
Building and Building Improvements	4,146,502	4,013,871
Equipment and Furniture	7,382,622	6,416,741
	11,529,124	10,430,612
Less Accumulated Depreciation	7,097,863	6,262,904
	4,431,261	4,167,708
Land	61,978	61,978
	4,493,239	4,229,686
Other Assets		
Goodwill (Note 11)	3,093,808	2,000,755
Intangible Assets, Net of Accumulated Amortization of $1,213,777 and $1,012,859 at December 31, 2014 and 2013, Respectively (Notes 10 and 11)	243,056	231,198
Other Assets	118,735	112,810
	3,455,599	2,344,763
TOTAL ASSETS	$ 17,171,715	$ 15,676,214

LIABILITIES AND STOCKHOLDER'S EQUITY	2014	2013
Current Liabilities		
Current Portion of Long-Term Debt (Note 5)	$ **378,438**	$ 360,861
Current Portion of Capital Leases (Note 5)	**214,796**	
Lines of Credit (Notes 3 and **11)**	**1,830,698**	2,485,525
Accounts Payable	**1 ,510,578**	1,459,433
Billings in Excess of Costs and Estimated Earnings on Uncompleted Contracts (Note 2)	**80,831**	18,729
Accrued Compensation	**817,613**	711,597
Accrued Leave	**1,069,333**	929,794
Other Accrued Exeenses (Note 12)	**225,973**	186,253
Total Current Liabilities	**6,128,260**	6,152,192
Long-Term Liabilities		
Capital Leases, Net of Current Portion (Note 5)	**333,479**	
Long-Term Debt, Net of Current Portion (Note 5)	**2,987,294**	3,329,848
	3,320,773	3,329,848
Commitments and Contingencies (Notes 4, 6, 7, 9, 12, and 13)		
Stockholder's Equity (Notes 7 and 8)		
Capital Stock (Par Value $.20, 2,500,000 Shares Authorized; **170,895** and 168,325 Shares Issued and Outstanding at December 31, 2014 and 2013, Respectively)	**34,179**	33,665
Additional Paid-in Capital	**172,027**	
Retained Earnings	**7,516,476**	6,160,509
	7,722,682	6,194,174
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	**$ 17,171,715**	$ 15,676,214

CONSOLIDATED STATEMENTS OF INCOME
FOR THE YEARS ENDED DECEMBER 31, 2014 AND 2013

	2014	2013
Revenues		
Contract Revenues	$ 36,957,071	$ 31,940,182
Operating Costs and Expenses		
Personnel and Fringe Benefits (Notes 6, 7, and 12)	19,389,385	16,962,644
Subcontractors and Consultants	6,612,561	5,867,004
Supplies and Miscellaneous Services	2,352,091	2,084,777
Health, Dental, Life Insurance Expenses	1,845,934	1,375,808
Other Costs and Expenses	1,479,689	880,023
Travel	1,404,946	978,584
Building and Equipment -- Rental and Expenses (Note 4)	1,013,360	742,186
Overhead Depreciation	845,759	574,182
Amortization of Intangible Assets	200,918	97,977
Computer Expenses	99,728	147,057
Contract Egui12ment	50,938	76,41 1
Total Operating Costs and Expenses	35,295,309	29,786,653
Operating Income	1,661,762	2,153,529
Other Income (Expense)		
Interest Expense	(301,872)	(300,465)
Other Income (Exeense), Net	(3,923)	56,643
Total Other Income (Expense)	(305,795)	(243,822)
Income from Operations Before Income Tax Provision	1,355,967	1,909,707
State and Foreign Tax Expense		62,037
Net Income	**$ 1,355,967**	**$ 1,847,670**
Basic Earnings Per Share on Net Income (Note 8)	**$ 8.06**	**$ 10.98**

RE/SPEC INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS
DECEMBER 31, 2015 AND 2014

ASSETS (Notes 3 and 5)	2015	2014
Current Assets		
Cash	$ 106,651	$ 115,277
Contract and Other Receivables, Net (Note 2)	7,687,279	8,931,604
Prepaid Expenses	369,205	175,996
Total Current Assets	8,163,135	9,222,877
Property and Equipment		
Building and Building Improvements	4,704,478	4,146,502
Equipment and Furniture	6,318,924	7,382,622
	11,023,402	11,529,124
Less Accumulated Depreciation	5,970,659	7,097,863
	5,052,743	4,431,261
Land	61,978	61,978
	5,114,721	4,493,239
Other Assets		
Goodwill (Note 11)	3,514,808	3,093,808
Intangible Assets, Net of Accumulated Amortization of $1,359,196 and $1,213,777 at December 31, 2015 and 2014, Respectively (Notes 10 and 11)	481,637	243,056
Other Assets	120,373	118,735
	4,116,818	3,455,599
TOTAL ASSETS	$ 17,394,674	$ 17,171,715

The accompanying notes are an integral part of these statements.

LIABILITIES AND STOCKHOLDER'S EQUITY	2015	2014
Current Liabilities		
Current Portion of Long-Term Debt (Note 5)	$ **436,775**	$ 378,438
Current Portion of Capital Leases (Note 5)	**284,501**	214,796
Lines of Credit (Notes 3 and 11)		1,830,698
Accounts Payable	**1,432,123**	1,510,578
Billings in Excess of Costs and Estimated Earnings on Uncompleted Contracts (Note 2)	**125,832**	80,831
Accrued Compensation	**945,109**	817,613
Accrued Leave	**1,134,609**	1,069,333
Other Accrued Expenses (Note 11)	**435,520**	189,223
Total Current Liabilities	**4,794,469**	6,091,510
Long-Term Liabilities		
Capital Leases, Net of Current Portion (Note 5)	**179,840**	333,479
Long-Term Debt, Net of Current Portion (Note 5)	**2,594,528**	2,987,294
Stock Appreciation Rights (Note 12)	**450,032**	36,750
	3,224,400	3,357,523
Commitments and Contingencies (Notes 4, 6, 7, 9, 12, and 13)		
Stockholder's Equity (Notes 7 and 8)		
Capital Stock (Par Value $.20, 2,500,000 Shares Authorized; **172,095** and 170,895 Shares Issued and Outstanding at December 31, 2015 and 2014, Respectively)	**34,419**	34,179
Additional Paid-in Capital	**270,655**	172,027
Retained Earnings	**9,070,731**	7,516,476
	9,375,805	7,722,682
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	$ **17,394,674**	$ 17,171,715

RE/SPEC INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME
FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

	2015	2014
Revenues		
Contract Revenues	$ 39,370,008	$ 36,957,071
Operating Costs and Expenses		
Personnel and Fringe Benefits (Notes 6, 7, and 12)	20,936,087	19,389,385
Subcontractors and Consultants	7,395,269	6,612,561
Supplies and Miscellaneous Services	2,450,171	2,352,091
Health, Dental, Life Insurance Expenses	1,773,230	1,845,934
Travel	1,475,265	1,404,946
Other Costs and Expenses	1,123,566	1,479,689
Building and Equipment -- Rental and Expenses (Note 4)	1,112,322	1,013,360
Overhead Depreciation	958,645	845,759
Amortization of Intangible Assets	145,419	200,918
Computer Expenses	118,018	99,728
Contract Equipment	6,529	50,938
Total Operating Costs and Expenses	37,494,521	35,295,309
Operating Income	1,875,487	1,661,762
Other Expense		
Interest Expense	(235,736)	(301,872)
Other Expense, Net	(85,496)	(3,923)
Total Other Expense	(321,232)	(305,795)
Net Income	$ 1,554,255	$ 1,355,967
Basic Earnings Per Share on Net Income (Note 8)	$ 9.10	$ 8.06

2016 Year to Date

ASSETS	CURRENT ASSETS	Checkbook - Rapid City	$	41,425.15
		Checkbook - Albuquerque		43,050.34
		Checkbook - Denver		4,061.10
		Checkbook - Albion		5,451.00
		Checkbook - Cheyenne		3,129.77
		Checkbook - Kentucky		890.00
		Petty Cash		1,611.61
		Accounts Receivable		5,747,909.69
		Allowance for Doubtful Account		-8,000.00
		Due from POD		644,965.94
		Misc. Receivable		693,082.50
		Employee Advances		11,427.25
		Equip and Insurance Deposits		9,348.37
		Prepaid Canadian Corp. Tax		15,746.87
		Prepaid Expenses		271,258.51
		Work In Progress		1,871,547.28
			$	**9,356,905.38**
	PROPERTY AND EQUIPMENT	Buildings	$	4,428,224.13
		Less Accum Depr - Buildings		-1,180,134.21
		Equipment		6,389,942.69
		Less Accum Depr - Equipment		-4,851,210.98
		Land		61,978.05
		Leasehold Improvement		285,279.03
		Less Accum Depr - Leasehold		-176,681.49
			$	**4,957,397.22**
	OTHER ASSETS	Investment in West River Elec.		111,719.49
		Goodwill - POD		959,572.29
		Goodwill - Matrix		61,462.46
		Goodwill - Moser Engineering		735,250.12
		Goodwill - WRC		244,469.00
		Goodwill - Morgan Worldwide		1,093,052.82
		Goodwill - AQUA TERRA		267,000.00
		Goodwill - Flat Rock		154,000.00
		Goodwill - North Rim		1,113,552.64
		Intangible Assets - POD		989,170.71
		Intangible Assets - PHC		79,022.00
		Intangible Assets - WRC		175,864.00
		Intangible Assets - Morgan		212,776.02

ASSETS	OTHER ASSETS	Intangible Assets - ATC	258,000.00
		Intangible Assets - FR	126,000.00
		Intangible Assets - H. Floyd	10,000.00
		Amortization of Intangibles	-1,394,962.09
			$ 5,195,949.46
TOTAL ASSETS			**$ 19,510,252.06**